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FM AMEMBASSY GUATEMALA
TO SECSTATE WASHDC 6706

UNCLAS GUATEMALA 001591

SIPDIS

DEPT FOR PM/DTCC- BLUE LANTERN COORDINATOR

E.O. 12958: N/A
TAGS: [ETTC](#) [KMOC](#) [GT](#)
SUBJECT: GUATEMALA: BLUE LANTERN PRE-LICENSE CHECK,
050134068

REF: STATE 129794

11. (SBU) Summary: In response to reftel, PolMil Officer researched the bona fides of the arms import company Gefahr. The research included an on-site inspection of Gefahr, an interview with the company's owner, and records checks of both the company and the owner with the Guatemala's Arms and Munitions Control Department (DECAM). As a result of the investigation, Post recommends approval of reftel licenses. End Summary.

12. (SBU) On December 16, PolMil Officer conducted an on-site inspection of Gefahr located at 10 Calle 0-74, Zone 9 and interviewed the company's owner, Wanda de Jesus Gonzalez. Gonzalez was fully cooperative during the interview, offered complete access to her records, and a tour of the facility. Gefahr is located on the second floor of a shopping complex and includes a small waiting room separated from the showroom by security bars with a remotely opened steel door, an office space, and a state-of-the art weapons storage room.

13. (SBU) According to Gonzalez, she started working in the arms industry in 1991. She stated that she did the accounting and was the legal representative for her brother's weapons store named "Desierto" from 1991 to 1996, before quitting to raise her family. She added that after the death of her husband in 2006, she decided to open her own gun store to support her family. Gonzalez has a clear understanding of the arms industry as well as U.S. and Guatemalan import/export regulations. Gefahr is unique in that the business records and licenses indicate that Gonzalez is the sole owner of the company as opposed to the much more common practice of companies being created under a system of "anonymous association," which allows for easy transfer of ownership and often tax evasion. Gefahr imports rifles from the U.S. and pistols from Argentina.

14. (SBU) Gefahr's books and DECAM registries were well maintained, and indicated that while Gefahr does sell some of the weapons imported from the U.S. to other arms dealers, the company also sells a good number of the weapons to private citizens. Gefahr's books indicated that the only other weapons dealer to receive more than ten percent of recent shipments of U.S. arms imported by Gefahr was the company Aguila del Desierto, owned by Gonzalez's brother. Gonzalez stated that she is also the legal representative for Aguila del Desierto and often purchases weapons imported by that company for sale in her shop.

15. (SBU) Gefahr has a clean record with DECAM and has passed all routine inspections without incident. According to DECAM's Director, Colonel David Barrientos, Gefahr is a small-scale but well managed weapons store that has always operated within local laws and regulations. Based upon the results of the on-site inspection, interviews and a records check with DECAM Post recommends approval of the reftel licenses.
McFarland